

CENTERSTATE CEO ANNOUNCES 15 BUSINESS OF THE YEAR FINALISTS

CenterState CEO congratulates 15 member businesses and organizations for their outstanding achievements during the past year. CenterState CEO's Business of the Year finalists were selected from the largest pool ever nominated for this honor. The high-caliber slate of nominees made for a very competitive process.

Business of the Year Finalists

MORE THAN 50 EMPLOYEES

C & S Companies
 Pathfinder Bank
 Thompson & Johnson Equipment Co.

NONPROFIT

Liberty Resources, Inc.
 McMahan Ryan Child Advocacy Center
 Nascentia Health, Inc.

LESS THAN 50 EMPLOYEES

CH Insurance
 Ichor Therapeutics
 Northeast Information Discovery, Inc.

COMMUNITY INVOLVEMENT

BlueRock Energy
 ONEGROUP
 SUNY Upstate Medical University

MINORITY-OWNED BUSINESS

(in partnership with the Upstate Minority Economic Alliance)

Brackens Financial Solutions Network, LLC
 Medicare Made Simple, LLC
 Thelikeminded

"These member businesses stand out among an incredibly competitive field of nominees for their outstanding success and for the role they play in strengthening our community," said Robert Simpson, president, CenterState CEO. "During the last year, these companies have excelled in creating jobs, making new investments and engaging with the community."

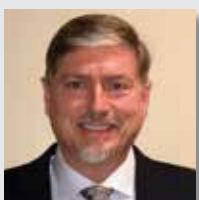
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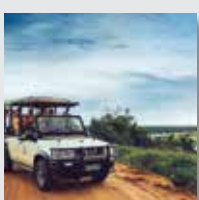
CenterState CEO Legislative Agenda

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NUAIR Alliance Announces New Chief Technology Officer

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Journey to Spectacular South Africa

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CenterState CEO Events

CenterState CEO Annual Meeting Thursday, April 19, 2018

11:30 a.m. Registration; 12 to 1:30 p.m. Program
 SRC Arena at Onondaga Community College

Join the region's largest annual gathering of business leaders and the prestigious Business of the Year awards.

Register by April 12

at centerstateceo.com/events
 or contact Lisa Metot at 315-470-1870
 or lmotot@centerstateceo.com.



Keynote speaker David Lee, UPS.

PRESENTING SPONSORS:



CORPORATE SPONSORS:



GOVERNMENT RELATIONS

CenterState CEO 2018 Legislative Agenda

CenterState CEO’s annual Legislative Agenda is created with input from CenterState CEO’s members, the region’s economic development priorities and initiatives, and peer business organizations. The agenda establishes CEO’s priorities and positions at the federal, state and regional/local levels and is an important communication tool for its elected representatives, members and the community.



Federal

Priorities include: advance unmanned systems through designation of the FAA UAS Integration Pilot Program for New York; extend UAS Test Site at Griffiss International Airport designation to 2025; expanded NUAIR Alliance capabilities; enhanced regional exports via fair trade policies; sufficient funding for I-81; designation of regional Opportunity Zones; and support for the region’s military infrastructure and assets at Hancock Field Air National Guard Base and Fort Drum.

State

Issues include: improvements to the New York State Minority and Women-owned Business Enterprise program; expand program by certifying more regional minority and women-owned businesses; extension and enhancement of the Historic Preservation Tax Credit; creation of a policy advisory group to support the unmanned systems industry; continued funding for Regional Economic Development Councils, the Downtown Revitalization program, Hot Spots, incubators, upstate transit and tourism; expanded ownership of certified public accountant (CPA) firms to include non-CPAs; and creation of a stewardship program to recycle unused paint.

Regional/Local

Priorities include: championing government modernization and the REZONE Syracuse process; and supporting the Onondaga County Shared Services Panel, which includes combining village and town courts; expanding best practices for municipal solid waste contracts; sharing tax assessment services; merging city and county industrial development agencies and staff co-location; new efficiencies for emergency medical services; consolidation of water system operations; and addressing public works and highways efficiencies and cost-effectiveness.

CEO members are urged to review the agenda and share their interest with the CEO staff listed for each item.

View the 2018 CenterState CEO Legislative Agenda at www.centerstateceo.com/news-events/publications/government-affairs.



115 W. Fayette Street | Syracuse, NY 13202
315.470.1800 | www.centerstateceo.com

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A single company will be recognized in each category at CenterState CEO's 2018 Annual Meeting on April 19, for its commitment to growth, improving the community and creating tangible



improvements of the area's economy. This year's theme of "Pivot" will also explore the importance of shifting approaches to adjust to ever-changing social, demographic and economic forces. Just as dynamic businesses must be agile to stay competitive in today's economy, progressive communities must also be responsive to changing circumstances in order to drive growth and progress.

Purchase tickets to CenterState CEO's Annual Meeting at www.centerstateceo.com/events or by contacting Lisa Metot at 315-470-1800. Doors open at 11:30 a.m., program begins at noon.



CenterState CEO President Rob Simpson addresses last year's annual meeting attendees.

WITH LOVE RESTAURANT GIVES STUDENTS REAL-WORLD EXPERIENCE

With Love Restaurant, a teaching restaurant and entrepreneur incubator formed through a partnership between Onondaga Community College's Workforce Development Program and CenterState CEO, opened up its doors with its third Restaurateur in Residence, Venus Likulumbi. Although Likulumbi grew up in Syracuse, the food she ate at home pulled on her father's African roots and her step-father's Southern roots. Before returning to Syracuse 18 months ago, she spent nearly 20 years in Savannah and Raleigh refining her own take on African and soul food cuisine.

In her six-month residency at With Love, Likulumbi will build a following for her low-country cooking, a type of southern fare. She will also gain the experience she needs to run her own food business and refine her business concept for when she completes the program. Like the entrepreneurs who came before her, she is enrolled in Up Start, a CenterState CEO program that helps grow businesses within vulnerable communities. Up Start provides training, technical assistance, financing and real estate resources during her time at With Love and as she pursues her own food business after graduating.

To learn more about Up Start contact Kira Crawford at 315-470-1834 or kcrawford@centerstateceo.com.



Restaurateur in Residence Venus Likulumbi

With Love, Savannah

Try Likulumbi's delicious low-country food at 435 N. Salina St., in Syracuse, through July.

Lunch: 12 to 2 p.m., Tuesday & Wednesday | **Dinner:** 5 to 8 p.m., Thursday & Friday

CENTERSTATE CEO ECONOMIC CHAMPION

PRESENTED BY:
 SOLVAY BANK

Brackens Financial Solutions Network, LLC

With more than 25 years of experience, President and Financial Planner Vicki Brackens, ChFC® opened Brackens Financial Solutions Network, LLC in 2003. BFSN is a boutique financial services firm focused on strategic financial planning for individuals concerned with the creation of sustainable retirement income.

BFSN recently expanded, adding a new director of financial planning strategies.

Brackens was recently recognized by the Network Journal as one of its 25 Influential Black Women in Business. In 2015, she won the New York State Comptroller's Office Award for service to the people of New York in financial education and the Majorie Dowdell Fortitude Award from the Delta Sigma Theta Sorority Inc., Syracuse Chapter.

Brackens uses her voice to encourage personal and business economic growth in Central New York as the weekly commentator on money matters for "New Inspiration for the Nation" with George Kilpatrick on Power 620 Syracuse and as the past co-host of "Financial Fitness" on PBS affiliate WCNY. She has also been featured as an industry thought leader in Black Enterprise, Essence and Consumer Report's Money Advisor, among others.

In 2008, Brackens founded The World of Cheddar, LLC – a software development startup that introduces financial literacy through gamification. World of Cheddar investigates the power games and simulations provide when used to develop personal financial decision-making skills.

Brackens serves on numerous boards of directors, locally, while BFSN recently celebrated its 10th year sponsoring the Central New York Jazz and Arts Foundation Black History Month Jazz Cabaret.

Learn more at www.brackensfn.com and www.worldofcheddar.com.



BRACKENS
FINANCIAL SOLUTIONS NETWORK



Vicki Brackens, ChFC®

This feature of CEO Essentials spotlights local companies that are "Economic Champions" because of their success in adding jobs, expanding their products or services, gaining national recognition or contributing to the success of the region in special ways.

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NUAIR ALLIANCE ANNOUNCES NEW CHIEF TECHNOLOGY OFFICER

The NUAIR Alliance has hired Andy Thurling as its new chief technology officer. Thurling most recently served as the director of product safety and mission assurance at AeroVironment, in Simi Valley, California. At AeroVironment, Thurling led airworthiness, certification and airspace access strategic efforts.

At NUAIR, Thurling leads technical research on current and future unmanned aircraft system (UAS) technologies. He plays a critical role in the engineering and operations efforts needed to launch NUAIR's national unmanned systems testing and rating (NUSTAR) initiative. He supports the organization's strategic efforts to establish protocols for the formal evaluation of UAS technologies and evaluates potential paths to commercialization. Thurling also works with partners from the industry and academia to establish technical standards for acceptance by regulators and develops testing criteria to verify compliance. His high level of expertise and broad range experience in the industry supports NUAIR's leadership role in the safe integration of UAS into the National Airspace System.

"We're very excited to welcome Andy to the NUAIR team as he has an incredible combination of knowledge and expertise, which will advance our mission and support our strategic growth," said Marke "Hoot" Gibson, president and CEO, NUAIR Alliance. "His outstanding career in the U.S. Air Force coupled with his experience at AeroVironment gives him industry credibility key to our ability to break new ground in this ever-evolving industry."

Thurling graduated from Massachusetts Institute of Technology and was commissioned in the Air Force in 1987. He served for a decade, culminating as commander of the Flight Test Squadron responsible for testing the nation's newest unmanned aircraft. Thurling has more than 2,300 hours of flight time in more than 35 aircraft types and was awarded the 2011 AUVSI Operations Award.

The NUAIR Alliance is an organizational partner of CenterState CEO and manages one of seven unmanned aircraft systems test sites in the country. The organizations are strategically aligned in their efforts to build public and private partnerships to advance leading-edge UAS and unmanned traffic management technologies and create a hub for the industry to attract investments and business development.



Andy Thurling

Xponential 2018

New York state will be well represented at the annual Association for Unmanned Vehicle Systems International's (AUVSI) Xponential 2018 trade show in Denver, Colorado, April 30 to May 3. More than 20 New York-based organizations including NUAIR, CenterState CEO, GENIUS NY, Griffiss International Airport and numerous public and private partners will represent UAS Central. The brand ties together many UAS-related assets and projects taking place in Central New York and the Mohawk Valley. This effort creates a strong and unified identity to drive awareness of the unmanned aircraft systems ecosystem located in Central New York and to compete for jobs in the industry that will grow the economy.

New York attends AUVSI Xponential annually as it is the single largest gathering of companies in the unmanned systems sector in the United States.

Learn more at www.uascentral.com.



GENIUSNY *Finals Night*

Monday, April 9, 2018

4 to 9 p.m. | Marriott Downtown Syracuse | centerstateceo.com/events



Tech Garden Welcomes New Members

The Tech Garden recently welcomed eight new members during its Welcoming Orientation. The Tech Garden seeks technology companies with high growth potential and welcomes them at all stages, from a promising idea to a startup ready to go to market. The new companies are developing technology in a range of industries including media, tourism, health care and education. Each new member is matched with a staff contact to work with them as they start their growth on The Tech Garden Road Map – a new business development process designed for entrepreneurs that allows staff to assess, align support and track progress of business development milestones.



Tech Garden staff meets with its newest members: BINC Technologies LLC; Blade Systems; BonsaiFinance.com; Cortland Research; RepHike; PedagoGeo; Plancation; and Dr. James Mandel's yet to be named venture.

Quarterly Ideation Workshop Gains Popularity

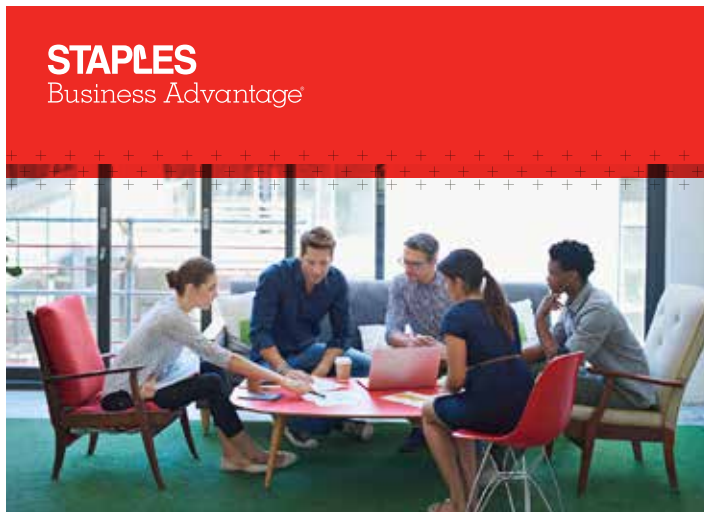
More than a dozen entrepreneurs recently attended an Ideation Workshop hosted by The Tech Garden. The event was open to community members who have an idea and an unclear path forward.

Attendees learned the value The Tech Garden provides its members; the importance of customer discovery, research methods and tools; a review of ecosystem resources in Syracuse and Central New York; an opportunity to do a 60-second pitch and receive customized feedback; and next steps. For more event information, visit www.thetechgarden.com/events.

Testimonials:

"Thank you again for the meeting. The information we needed was how to move forward and you certainly nailed it!"

"Thank you for hosting the Ideation Workshop tonight. I was unsure if it would benefit me as I had never visited The Tech Garden and my product is fairly low tech. I found it very informative and gained a few nuggets to help me in my pursuit of my business. Thanks for the feedback on my product!"



STAPLES
Business Advantage®

Give your business every advantage.

As a CenterState CEO member, Staples Business Advantage® will provide you with customized business solutions to help you save time and money whenever you shop with us.

- Low, customized CenterState CEO pricing
- More than 500,000 business products
- Dedicated Account Manager
- Reporting capabilities for tracking and budgeting

For more information, please contact CenterState CEO's Account Manager, Chris Murphy, at chris.murphy@staples.com or 315-741-3779.




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BSNY Community Appreciation Sweepstakes

Enter our free sweepstakes for your chance at a \$200 gift card, a year long subscription for ID protection or a year long subscription for telemedicine services.

Visit www.BusinessSolutionsNY.com/bsny-sweepstakes to enter!

Visit Syracuse Offers Texting Service and Develops New Training Program

The United States Bowling Congress (USBC) Open Championships are now in full swing and Visit Syracuse is making sure participants and their guests have the best visitor experience. Four hundred new USBC visitors arrive each day through July and spend an average of 3.5 days in Central New York. Broken down, approximately eight hours is spent at the bowling facility at the Oncenter, leaving nearly three days to enjoy and explore Syracuse and Onondaga County, not to mention those who choose to build an entire vacation around their visit.

To welcome and accommodate bowlers, Visit Syracuse is offering a **texting service** for visitors to receive help with any questions they might have during their stay. Visitors can text 315-470-1910 with questions and receive answers directly from Visit Syracuse team members. This is a new, simple way for visitors to find a contact or even a place to have dinner that night just by sending a text.

Visit Syracuse is also working with area hospitality industry members and those who work directly with visitors through a new training program called **Visitor Journey A 2 D: Arrival to Departure**. The program ensures they are prepared to properly welcome and engage visitors. The interactive and easy-to-follow A 2 D training creates positive experiences by arming participants with local resources, service skills and an increased understanding of the local tourism industry. Visitor Journey A 2 D “graduates” are already using their newly acquired skills on the front lines and greeting guests with an abundance of local knowledge.

The USBC Open Championships are in Syracuse through July 8 and Visit Syracuse is proud to work with the community welcoming new visitors every day. For more information, contact Tracey Burkey, Visit Syracuse vice president of engagement, at 315-470-1904 or TBurkey@VisitSyracuse.com.



Become a Greater Syracuse Area Ambassador

Visit Syracuse’s new training program, Visitor Journey A 2 D, is available to those interested in becoming a Greater Syracuse Area Ambassador. The program consists of a simple, two-part education process. Part One includes seven short online modules containing videos, activities and quizzes to inform participants about the area. Part Two includes an in-person class to discuss what was learned in the modules. The cost is \$20. To learn more, contact Tracey Burkey at 315-470-1904 or TBurkey@VisitSyracuse.com.



Visit Syracuse, headquartered in Syracuse, is Onondaga County’s accredited destination marketing organization for tourism related economic development leading the production of more than \$765 million in direct visitor spending annually. For more information, visit www.VisitSyracuse.com.

MEMBER MILESTONES

CenterState CEO would like to thank the following members for reaching membership renewal milestones in April and for supporting CenterState CEO for many years to enrich and improve the business community.

60 YEARS

Eagle Metalcraft, Inc.

20 YEARS

Kerner & Merchant Pipe Organ Builders, Ltd.

T. Gschwender & Associates, Inc.
 Hope For Bereaved, Inc.
 Property Management Alliance
 Sherman Construction Inc.

30 YEARS

Prevention Network/OCAA

15 YEARS

Candlewood Suites Syracuse Airport
 Kinney Drugs, Inc.

5 YEARS

HelpPeople - Employee Assistance Service
 Hinman, Howard & Kattell, LLP
 Lynn, D’Elia Temes & Stanczyk

25 YEARS

Audubon Maintenance, Inc.

10 YEARS

CBD Companies of CNY, LLC
 Crouse Federal Credit Union
 Function One

Flowers to Brighten Downtown

Next month, downtown will be blooming in purple and pink. Nearly 350 hanging flower baskets, adorned with petunias from Oliver B. Paine Greenhouses – a Downtown Farmers Market vendor – will dress downtown’s streets, brightening them as the summer season starts. Support the beautification work of the Downtown Syracuse Foundation and plant seeds of vibrancy by sponsoring a hanging flower basket (or several!). Each \$50 tax-deductible donation sponsors one flower basket for the 2018 season. Checks may be mailed to the Downtown Syracuse Foundation, Inc. at 115 W. Fayette St., Syracuse, or pay by credit card at <http://downtownsyracuse.com/flowers>.



Volunteer Opportunities!

Downtown Cleanup for Earth Day

Saturday, April 21

Roll up your sleeves to brighten the entrances to downtown Syracuse and help give it a spring cleaning. Individuals and groups are invited to get involved. Contact the Downtown Committee at mail@downtownsyracuse.com or call 315-422-8284. The deadline to accept volunteers is Wednesday, April 18. The Downtown Committee will supply gloves, trash bags, and outfit you with stylish, green t-shirts. They’ll also treat you to lunch!

Partners in Planting

If you want to get involved in downtown beautification efforts, the Partners in Planting Program may be just for you! The Downtown Committee is entering its fourth season of offering programs that combine downtown beautification with employee engagement. In 2017, volunteers from The Bonadio Group spent a June afternoon pulling up weeds, planting and seeding in M. Lemp Park. Volunteers from Young Leaders United planted petunias in Hanover Square. For more information, please visit <http://downtownsyracuse.com/flowers> or call 315-422-8284.

Downtown Living Tour

May 19, 11 a.m. to 4 p.m.

Don’t miss this exciting event, as the Downtown Committee showcases some of the coolest examples of urban living in downtown Syracuse and nearby neighborhoods. The State Tower Building, the tallest building in Syracuse and one of the most talked about projects to come online this year, will serve as tour headquarters – the first stop for tour-goers.

Tickets go on sale this month at <http://downtownsyracuse.com/DowntownLivingTour>. The cost is \$12 advance sale and \$15 the day of (purchase at tour headquarters).

Call for Volunteers: Each shift is 2.5 hours. Volunteers receive a free ticket to the tour and a T-shirt. Email mail@downtownsyracuse.com to volunteer.



Save These Dates



Downtown Farmers Market Opens



Downtown Committee Annual Meeting



AmeriCU Syracuse Arts & Crafts Festival

MEMBER ESSENTIALS

First Source FCU donates \$5,000 to Mercy Flight Central.

TCGplayer gets \$10 million investment from New York City firm. 

Dannible & McKee acquires Binghamton-area CPA firm.

Excellus BlueCross BlueShield awards hospitals \$24.2 million for quality improvements.

Oneida Nation Representative and Nation Enterprises CEO Ray Halbritter recently received a national leadership award from the National Congress of American Indians.



MOST receives funding from Richard S. Shineman Foundation for Oswego County Science on the Go program. **MOST** contacts International Space Station.

Peters & Associates, CPAs, P.C. merges with firms in **Utica** and **Pulaski**.

John R. May, CPA, was recently elected president/CEO of **Piaker & Lyons, CPA's**.



A pro football championship game was illuminated by **Eaton's** Ephesus LED sports lighting.

Oswego Health receives \$1.4 million in a federal budget deal.

OneGroup names Chris Mason as president.



Allegiant Air to offer new nonstop flights from **Syracuse Hancock International Airport** to Orlando, Florida.

Barton & Loguidice opens Binghamton office.

HealthWay launches the world's most efficient whole house air cleaner, the Super V.



Empire State Development re-designates **Syracuse University's** College of Law as Science and Technology Law Center.

Syracuse Chiefs to expand NBT Bank Stadium safety netting by 2018 opening day.

CENTERSTATE CEO MEMBER DISCOUNTS

One of the benefits of CenterState CEO membership is being listed on the CenterState CEO website at www.centerstateceo.com. Your company can gain additional exposure by offering discounts and incentives to fellow CenterState CEO members. New this month:

O Yoga Studio

225 Wilkinson St., Suite 102
Syracuse, NY 13204
315-314-7754
www.theoyogastudio.com

O Yoga was founded to provide a welcoming place where people at all stages of the yoga practice feel safe to come explore, learn and grow together.

Discount: CenterState CEO members receive \$25 off a monthly unlimited package. Email info@theoyogastudio.com to take advantage of the deal. Offer expires June 1, 2018.

Corso's Cookies/ The Decorated Cookie Company

314 Lakeside Road
Syracuse, NY 13209
315-487-2111
www.corsocookies.com

Corso's Cookies has a sweet way for you to stand out at your next trade show or corporate event. Custom Corporate Logo Cookies are the perfect way to promote your brand, new product or show appreciation!

Discount: CenterState CEO members receive 30 percent off corporate logo cookies. For more information, or to place an order, please call a corporate gift sales representative at 1-800-465-7775 ext. 212 or email wholesale@corsocookies.com. Offer expires May 1, 2018.

Watkins Glen International

2790 County Route 16
Watkins Glen, NY 14891
607-535-3323
www.theglen.com

Go Bowling at the Glen, Monster Energy NASCAR Cup Series, August 2-5. CEO members receive exclusive discounts and savings to see the stars of the Monster Energy NASCAR Cup Series, NASCAR XFINITY Series, and NASCAR K&N Pro Series when they make their annual stop at The Glen. Choose from a variety of seating locations. All grandstands are available with JumboTron view, so you don't miss a second of the heart-pounding action.

Discount: CenterState CEO members are eligible for the following: weekend grandstand admission, \$104; Sunday-only grandstand admission, \$95. Kids and teen pricing is available.

Visit: <https://goo.gl/SEHevB>
Offer expires July 15, 2018.

Increase Your Company's Visibility... Offer a Member Discount! Contact Sharon Abert at sabert@centerstateceo.com or 315-470-1810 today!

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for Economic Opportunity



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NEW PARTNERS

Please join us in welcoming new CenterState CEO Partners. During the next 12 months each new member will be contacted by a volunteer from CenterState CEO's Ambassador Committee, chaired by Cory LaDuke, Cushman & Wakefield/Pyramid Brokerage Company, Inc. Danielle Mensing, Alzheimer's Association, CNY Chapter, is vice chair.

325 productions

325 Productions is a production company that focuses on film and website-based storytelling located in Syracuse, NY.

Deven Coleman
Fayetteville, NY 315-480-0671
www.325productions.com

Cliff's Local Market



Cliff's Local Market is a chain of 19 convenience stores locally owned and operated by Clifford Fuel in Central New York. Clifford Fuel was founded in 1961 and was a franchisee of Nice N Easy for more than 30 years. In June of 2016, Clifford Fuel introduced Cliff's Local Market as its c-store brand. Cliff's are made up of CITGOs, Sunocos and one unbranded location.

Stacey Davis
3100 Erie Blvd. E. 315-446-0230
Dewitt, NY 13214
6673 Kirkville Road
East Syracuse, NY 13057 315-446-0230
www.cliffslocalmarket.com

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East Syracuse, NY 13057 860-929-6004
www.thyssenkruppelevator.com

US Army Oswego Recruiting Station



The Oswego Army Recruiting Station recruits young men and women for the Regular Army and Army Reserve. Special Recruiting missions for Officer Candidate School, Warrant Office Flight Training and Army Band are also processed here. Soldiers assigned to the recruiting station are available to assist with training in areas such as anti-bullying, standardized test preparation through the Army's March 2 Success program or assist schools in physical fitness training.

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Oswego, NY 13126 315-383-9127



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CENTERSTATE CEO AMBASSADORS

CenterState CEO Ambassadors welcome new CEO members, and provide recognition to businesses celebrating important milestones. If your company or organization will be celebrating a special event in the near future, or if you are interested in becoming an Ambassador, please contact Sharon Abert at 315-470-1810 or sabert@centerstateceo.com.



Liquor World of Syracuse celebrates its grand opening at 314 East First St. in East Syracuse.



The Marrone Law Firm celebrates its third anniversary at the firm's new offices, 506 E. Washington St., Syracuse.



The **Stoop Kitchen & Stoop Bakery Café** celebrates the restaurant's renovation and reopening at 311 W. Fayette St. in Syracuse.



A new business, **The Pita Factory**, is located at 6515 Basile Rowe in East Syracuse.

MORSE MFG. CO. HIGHLIGHTS EXPORTING OPPORTUNITIES

Morse Manufacturing Company, Inc. was the featured speaker at a recent Central New York International Business Alliance (CNYIBA) Members Luncheon – Exporter Story Series. Morse is located in East Syracuse and specializes in drum handling equipment.

Nate Andrews, president of Morse Mfg. Co., shared Morse's path to increased sales in Mexico. He discussed using CNYIBA resources to find and meet with potential buyers in Mexico, a process that led Morse to establishing business with five import distributors who now sell Morse Drum handling products throughout Mexico.

CNYIBA members-only luncheons are held every two months during 2018 and are an excellent opportunity to network with others interested in exporting. Visit www.cnyiba.net/events-calendar for details.



Nate Andrews, president, Morse Manufacturing Co., Inc., shares his story on how Morse began exporting to Mexico.

JOURNEY ON A TRIP TO SPECTACULAR SOUTH AFRICA

Join CenterState CEO on a trip to spectacular South Africa, February 21 to March 5, 2019. Highlights include Johannesburg, Soweto, Kruger National Park, a safari game drive, Knysna, Featherbed Nature Reserve, an ostrich farm visit, winery lunch and tasting, Cape Town, Table Mountain and more! Per person rates, if booked by August 22, 2018, are: \$4,999 (double) and \$5,649 (single). Prices include 21 meals, round trip air from Syracuse Hancock International Airport, air taxes and fees/surcharges and hotel transfers. Optional post-tour extensions available. AAA members receive an additional \$50 off per person. For more information, contact Jennine Lombardi at 315-701-2648 or jlombardi@nyaaa.com.



The spectacular South Africa trip includes a safari game drive like the one above.

Travel Presentation: April 24

Join CenterState CEO for a special travel presentation about spectacular South Africa at the AAA Camillus office, 5103 W. Genesee St. at 5:30 p.m., April 24. The presentation is free to attend. RSVP to 315-701-2648 or jlombardi@nyaaa.com.

MAKE SCOTLAND YOUR NEXT ADVENTURE

Discover Scotland with CenterState CEO, September 23 to October 2, 2018. Highlights include bagpipe lessons, whisky distillery, Isle of Skye, Armadale Castle, Loch Ness, Orkney Islands, Dunrobin Castle, sheepdog demonstrations, St. Andrews, Edinburgh Castle and a Scottish cooking experience. Price includes round-trip air from Syracuse Hancock International Airport, air taxes and fees/surcharges and hotel transfers. AAA members receive a \$50 discount per person. For more information and rates, contact Jennine Lombardi at 315-701-2648 or jlombardi@nyaaa.com.



The gardens of Dunrobin Castle in Scotland.

CENTERSTATE CEO MEMBERS LEARN ABOUT TAX REFORM

More than 80 CenterState CEO members attended "2018 Tax Reform - Understanding the Impact of Key Provisions," presented by Dannible & McKee, LLP at the Embassy Suites by Hilton Syracuse at Destiny USA.

The new tax reform law, commonly called the Tax Cuts and Jobs Act, is the biggest federal tax law overhaul in 31 years. This law will dramatically impact nearly every taxpayer across the financial spectrum – individuals and families to corporations, pass-through entities and estates.

The seminar, led by Mike Reilly, partner-in-charge of tax services at Dannible & McKee, LLP, addressed the key provisions of the act, its impact and planning considerations for 2018.



Mike Reilly, of Dannible & McKee, explains how the new tax laws will affect everyone.



THE UPSTATE MINORITY ECONOMIC ALLIANCE

Inaugural MWBE Community Engagement Awards

Hosted by the Upstate Minority Economic Alliance in recognition of the many public, private, and corporate institutions that support and contribute to the success of our regional MWBE firms.



May 24, 2018, 5:30 to 9 p.m.
Marriott Syracuse Downtown

**SAVE
THE DATE!**

**Keynote Speaker: Vaughn Irons, Atlanta Businessman of the Year
and CEO of ADP Solutions, a community economic development firm.**

Sponsorship opportunities are available. For more information contact Beth Savicki at bsavicki@centerstateceo.com or 315-470-1833



**CENTERSTATE
CORPORATION FOR
ECONOMIC OPPORTUNITY**

WELCOMES *DISNEY INSTITUTE* TO

Doubletree Hotel Syracuse, Carrier Circle, Syracuse, NY

September 19, 2018

9AM - 5PM



Register Today at www.CenterStateCEO.com/Disney
Space is Limited.

Presenting Marketing
Participant:



Marketing
Participants:



University College
Syracuse University

EVENTS

CenterState CEO Annual Meeting

Thursday, April 19, 2018

11:30 a.m. registration; 12 to 1:30 p.m. program

SRC Arena, Onondaga Community College, Syracuse

Register by April 12

at www.centerstateceo.com/events

or contact Lisa Metot at 315-470-1870 or

lmotot@centerstateceo.com.

Join the region's largest annual gathering of business leaders and the prestigious Business of the Year awards, recognizing companies in the following categories:

Member Business with 1-50 Employees

Member Business with more
than 50 Employees

Community Involvement

Nonprofit Agency

Minority-owned Business

Cost: \$70 for members or \$700 for a table of 10; \$85 for non-members or \$850 for a table of 10.

PRESENTING SPONSORS:



CORPORATE SPONSORS:



MEDIA SPONSORS:



Register online at www.centerstateceo.com/events or call 315-470-1800.

Entrepreneur Essentials Open House, April 5

9 a.m. to 4 p.m.

TDO - Train.Develop.Optimize

Industry experts are ready to answer your risk-related questions in an informal setting. Each personalized 30-minute consultation starts with a confidential conversation with a member of the Business Solutions of NY team. They will help you establish a risk profile and assist you with finding the right answers to worrisome questions about protecting yourself, your family and your business.



Business After Hours and Member Showcase, April 5

5 to 7 p.m.

Embassy Suites by Hilton Syracuse-Destiny USA, 311 Hiawatha Blvd. W., Syracuse

View one of the newest hotels in the area while networking with fellow CenterState CEO members.

Cost: \$10 for members; \$20 for non-members. Contact Beth Savicki at 315-470-1883 or bsavicki@centerstateceo.com to reserve your table.



GENIUS NY Finals Night, April 9

4 to 9 p.m.

Marriott Syracuse Downtown, 100 E. Onondaga St., Syracuse

The six GENIUS NY finalists will pitch their unmanned aerial systems technologies to a panel of judges before a live audience. Judges will score the companies based on technology success and growth, future job creation, etc. The first-place team receives \$1 million; second place gets \$600,000; third place wins \$400,000 and the last three teams each collect \$250,000! Sponsored by: Delta Air Lines; OBG; Hancock Estabrook, LLP; OneGroup; United Radio; AIS; and AUUSI. Sponsorships are available, contact Beth Savicki at 315-470-1800 or bsavicki@centerstateceo.com.



GENIUS NY

Leading Transformation: The Role of Learning in Adaptive Change, May 24

8:30 a.m. to 2 p.m.

Crowne Plaza Hotel and Conference Center, 701 E. Genesee St., Syracuse

David McCallum, Ed.D, chief mission officer at Le Moyne College and former interim dean of the Madden School of Business, will offer two frameworks and practices for leading change. Attendees will engage with colleagues and peers around some of the challenges and opportunities that people face in business today. A continental breakfast and lunch are included. Sponsored by C&S Companies. Cost: \$89 for members; \$99 for non-members; \$69 for All Access Pass members.



UMEA Community Engagement Awards, May 24

5:30 to 9 p.m.

Marriott Syracuse Downtown, 100 E. Onondaga St., Syracuse

The Upstate Minority Economic Alliance is holding its inaugural Community Engagement Awards to highlight regional efforts to support its businesses and the successes of its individual firms. The keynote speaker is Vaughn Irons, Atlanta Businessman of the Year and CEO of ADP Solutions, a national community economic development firm. Sponsored by Delta Air Lines. Details to follow.



CNYIBA Port Tour of New York and New Jersey, June 13

7 a.m. to 7:30 p.m.

Maier Terminal, NJ

Join the Central New York International Business Alliance on a tour of Maier Terminal in the Port of New York & New Jersey, one of the busiest ports in the world. Learn how they manage thousands of ocean shipping containers daily; how they use X-ray to inspect shipments; how they trans-load to and from rail and truck; and how they cooperate with U.S. Customs and Border Protection to insure safety of supply chains. Also includes a presentation from Port Authority management. Sponsored by Mohawk Global Logistics. Cost: \$95 for CNYIBA members; \$125 for non-members. Space is limited.



GREATER OSWEGO-FULTON CHAMBER OF COMMERCE

For more information on GOFCC events, visit www.oswegofultonchamber.com.

Mastering the Art of Likability, April 10

8:30 to 9:30 a.m.

Eagle Beverage Company, 1043 County Route 25, Oswego

People do business with people they know, like and trust. In this presentation, you will discover the secrets of mastering charisma, attracting people to want to do business with you and how you can become a person of influence. When you layer a good product or service with the skill of Likability you create an untouchable business. Learn from Arel Moodie, host of the No. 1 career podcast on iTunes listened to in more than 130 countries. Arel is a TEDx speaker and contributor to *Forbes* as well as *The Huffington Post* on likability.

Cost: \$10 for members; \$20 for non-members.

GOFCC Entrepreneur Essentials Open House, April 18

Time TBA

Best Western Plus Captain's Quarters, 26 E. 1st St., Oswego

Industry experts are ready to answer your risk-related questions in an informal setting. Each personalized 30-minute consultation starts with a confidential conversation with a member of the Business Solutions of NY team. They will help you establish a risk profile and assist you with finding the right answers to worrisome questions about protecting yourself, your family and your business.

GOFCC Meet the Officials Roundtable with Congressman Katko, April 20

8 a.m. registration; 8:30 to 9:30 a.m. program

Beacon Hotel, 75 W. Bridge St., Oswego

Join a conversation addressing Congressman Katko's current work. This roundtable will focus primarily on infrastructure and tax reform. Attendees will have an opportunity to provide feedback and ask questions. This event is for members of the Greater Oswego-Fulton Chamber of Commerce and CenterState CEO only. This event is not open to the media.

Cost: \$5. Light refreshments will be provided.

Small Business Breakfast, May 1

8 to 9:30 a.m.

The Oasis at Thunder Island, 21 Wilcox Road, Fulton

Celebrate National Small Business Week at a breakfast event to highlight the impact of outstanding entrepreneurs and small business owners in the community.

Cost: \$25 members; \$35 non-members (full tables available). Sponsorship opportunities available; contact Shannon Fults sfults@centerstateceo.com or 315-470-1884.

Speed Networking, May 23

8:30 to 10:30 a.m.

Mimi's Drive In, 201 N. 2nd St., Fulton

Bring your business cards and be prepared to engage in roundtable discussions while building relationships with other members. There is time for informal networking and sharing your one- to two-minute "pitch." Continental breakfast provided. Space is limited. Please pre-register.

Cost: \$10 members; \$20 non-members.

SAVE THE DATE: GOFCC Golf Social, June 18

Oswego Country Club, 610 West 1st St., Oswego

NEW BUSINESS – PROSPECTING CLINIC SELLS OUT

The "New Business – Prospecting Clinic" presented by Sandy Stefano of SANDLER Training sold out with more than 80 CenterState CEO members in attendance at the Sheraton Syracuse University Hotel.

Attendees learned the tools and approach needed to grow their territory or business. They also learned how to excel in three areas where success is determined: behaviors, attitude and technique. Stefano shared proven theories, hard skills and powerful strategies and techniques to develop and execute business development or prospecting plans.



A sold-out crowd enjoys the "New Business – Prospecting Clinic."



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Tel: 315-470-1800
www.centerstateceo.com

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behind the community.**

www.nationalgridus.com

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